

Message Text

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10

ACTION AID-31

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----- 068209

R 301405Z SEP 75

FM AMEMBASSY NIAMEY

TO SECSTATE WASHDC 1870

INFO AMEMBASSY ABIDJAN

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FOLLOWING TEL RECEIVED FROM LOME 27 SEPTEMBER -
REPEATED FOR YOUR ACTION/INFO

QUOTE

LIMITED OFFICIAL USE LOME 2148

RDO FROM AMBASSADOR

E.O. 11652: N/A

TAGS: EAUD, TO

SUBJECT: TOGO REQUESTS FOR MANAGEMENT TRAINING

REF: STATE 199762

1. I HAVE RECEIVED LETTER FROM MINISTER OF PLAN DOGO FCRMALLY REQUESTING US FINANCING OF THREE-WEEK MANAGEMENT SEMINAR, FEB 1976 FOR DIRECTORS GENERAL IN GOT MINISTRIES AND MANAGERS OF PUBLIC AND SEMI-PUBLIC EXTERPRISES. PROPOSED SEMINAR TO EXAMINE TASKS FACING RESPONSIBLE AUTHORITIES IN MODERN ECONOMY AS WELL AS MEANS, SYSTEMS AND ATTITUDES NECESSAQRY TO INCRASE EFFECTIVENESS TOGOLESE GOVERNMENT INSTITUTIONS FOR SUPPORT OF ITS ECONOMIC AND SOCIAL DEVELOPMENT POLICY. MINISTER NOTES THAT BRUCE MACKENZIE OF INTERNATIONAL MANAGEMENT DEVELOPMENT INSTITUTE, NEW YORK, APPEARS WELL QUALIFIED CONDUCT THIS SEMINAR BASED ON SIMILAR AND HIGHLY SUCCESSFUL SEMINAR ORGANIZED HERE IN JULY THIS YEAR BY NATIONAL CENTER FOR PROMOTION SMALL AND MEDIUM
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INDUSTRIES (CNPPME). HE ASKS THAT WE URGE INSTITUTE CONDUCT

SECOND SEMINAR AND THAT USG FINANCE ITS COST.

2. IN SEPARATE LETTER, MINISTER DOGO REQUESTS EMBASSY INTERVENE WITH FORD FOUNDATION TO ENCOURAGE IT TO CHOOSE LOME AS SITE FOR REGIONAL MANAGEMENT INSTITUTE WHICH, ACCORDING TO MINISTER, FOUNDATION INTENDS TO ESTABLISH IN ONE OF ENTENTE NATIONS.

3. ON REQUEST TO INFLUENCE FORD FOUNDATION, AIDOFF HAS LEARNED UNOFFICIALLY FM MINGES OF ENTENTE FUND THAT FUND EARLIER APPROACHED FOUNDATION AND RECEIVED EXPRESSION ITS GENERAL INTEREST IN HELPING FUND PLAN REGIONAL MANAGEMENT TRAINING CENTER. FOUNDATION S OWED INITIALLY SOME INTEREST IN FINANCING DEVELOPMENT SUCH INSTITUTION. DUE BUDGET CONSTRAINTS, HOWEVER, FOUNDATION SUBSEQUENTLY DROPE INTEREST IN DEVELOPING REGIONAL CENTER, BUT AGREED PERFORM PFEASIBILITY STUDY FOR FUND. CONSULTANT GASTON RIMLINGER, TOGETHER WITH SUSAN GOODWILLIE, FORMER FORD REP ABIDJAN, REPORTEDLY TOURED SOME ENTENTE NATIONS AND IN JUNE 1975 PRODUCED REPORT WHICH FUND IS ABOUT CIRCULATE TO ENTENTE STATES. MINGES REPORTS THAT STUDY DOES NOT RECOMMEND PARTICULAR SITE THOUGH IT WRITTEN IN WAY TO FAVOR ABIDJAN.

4. I BELIEVE PROPOSED REGIONAL MANAGEMENT TRAINING INSTITUTE IS STRICKLY ENTENTE FUND SHOW AT THIS STAGE AND ONE IN WHICH IT WOULD BE INQPROPRIATE FOR EMBASSY TO INTERVENE. WITH FORD FOUNDATION APPARENTLY INTENDING NOT PPARTICIATE. I AM REPLYING TO MINISTER THAT PROPOSED INSTITUTE IS ENTENTE FUND PROJECT, AND FURTHER QUESTIONS ABOUT IT SHOULD BE ADDRESSED TO ABIDJAN.

5. EMBASSY IS KEEN ON MAKING EVERY EFFORT BE RESPONSIVE TO GOT REQUEST FOR SEMINAR TO TRAIN GOT OFFICIALS. OVER LAST TWO YEARS US HAS SPONSORED, EITHER DIRECTLY OR INDIRECTLY, THREE MANAGEMENT SEMINARS IN TOGO, ALL OF WHICH WERE EXTREMELY WELL RECEIVED. IN EARLY 1974 AND AGAIN IN 1975 USIS BROUGHT BRIAN O'NEILL, PARIS-BASED MANAGEMENT CONSULTANT, TO LOME FOR 4-DAY AND 5-DAY SEMINARS ON GENERAL MANAGEMENT AND COST ACCOUNTING FOR MIDDLE-LEVEL TOGOLESE ENTREPRENEURS. IN BOTH CASES, O'NEILL WAS ON USIS GURCUIT CONDUCTING SHORT SEMINARS IN SEVERAL AFRICAN NATIONS. THIRD SEMINAR, A TWELVE-DAY AFFAIR FOR ENTREPRENEURS, WAS ORGANIZED IN JULY BY DEYOUNG AT ENTENTE FUND AND CNPPME.

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ITS COST (\$40,000) WAS FUNDED BY TECHNICAL ASSISTANCE PORTION AFRICAN ENTERPRISES I PROJECT. AID SPONSORSHIP OF SEMINAR WAS WIDELY TOUTED DURING EASSIONS. BRUCE MACKENZIE AND TWO ASSISTANTS FJOM INERNATIONAL MANAGERTT DEVELOPMENT INSTITUTE OF NEW YORK PRESENTED EXTRAORDINARILY PROFESSIONAL AND HIGH RELEVANT COURE WHICH HAD STUNNING IMPACT ON KTPROXIMAELY 25 TOGOLESE ENTREPRENEURS. RAVE NOTICES FOR MACKENZIE'S WORK, AIDED BY ENTHUSIASTIC PROMOTION OF TOGOLESE

DIRECTOR OF CNPPME, HAVE STIMULATED GOT INTEREST IN OBTAINING
SIMILAR MANAGEMENT TRAINING FOR PUBLIC ADMINISTRATORS.

6. THIS REQUEST FOR US INTERVENTION IN NON-FORMAL EDUCATION IS
INITIAL GOT OVERTURE IN SECOR WHICH HAS POTENTIALLY FAR-
REACHING IMPACT OVER LONG TERM. OUR ASSISTANCE IN DEVELOPING
SKILLS OF MID-LEVZW TOGOLESE PERSONNEL CAN ACCELERATE UTILIZA-
TION AND IMPROVE EFFICACY NEW US PROJECTS IN FOOD PRODUCTION,
LIVESTOCK, HEALTH-FAMILY PLANNING. BELIEVE YOU HAVE ALSO IDEN-
TIFIED SHTRTAGE ADEQUATELY TRAINED PUBLIC MANAGERS AS COMMON
PROBLEM THROUGHOUT MOST ENTENTE AREA. PROPOSED ENTENTE MANPOWER
DEVELOPMENT PROJECT EGR WHICH PID SUBMITTED IN NIGER
FY76-77 ABS, WILL BEGIN ADDRESS THIS DEVELOPMEN CONSTRAINT.
EMBASSY LOME ANNIOUS SEE PROJECT MOVE AHEAD AND PREPARED COOPER-
ATE FULLY WITH RIDEOUT (REFTEL) OR OTHER CONSULTANT WHO MAY BE
SELECTED SOON TO BEGIN PRILIMINARY WORK ON PRP.

7. IN ADDITION TO MEDIUM-TERM EFFORTS THROUGH VEHICLES SUCH AS
ENTENTE MANPOWER DEVELOPMENT PROJECT, I BELIEVE WE NEED INERIM
MEANS WHICH WILL PERMIT US BE FORTHCOMING TO REQUESTS SUCH AS
GOT CALL FOR SEMINAR. AIDOFF HAS OBTAINED FROM DEYOUNG AT ENTENTE
FUND AGREEMENT THAT HE WILL CONSIDER ALLOWING DR. DICK ROBERTS
OF INTERNATIONAL MANAGEMENT DEVELOPMENT INSTITUTE PASS BY LOME
BRIEFLY EARLY OCTOBER TO DISCUSS WITH EMBASSY KIND OF SEMINAR
SUITABLE FOR GOT, ESTIMING AND COST. ROBERTS IS INSTITUTE'S
ADVANCE MAN PLANNING FUND'S NOVEMBER-DECEMBER MANAGEMENT SEMINAR
IN OUAGA.

8. WE WANT TO INCLUDE MINISTRY OF PLAN IN THESE DISCUSSIONS,
BUT WILL NOT DO SO WITHOUT FIRST HAVING REASONABLE ASSURANCES
OF A SOURCE TO FINANCE THREE-WEEK SEMINAR COST, WHICH MAY REACH
\$50,000. WE CONTACTING FORD FOUNDATION/LAGOS DIRECTLY BUT HOLD
OUT LITTLE HOPE INTERESTING THEM. I WOULD APPRECIATE YOUR PER-
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SONAL ASSISTANCE HELPING US FIND MEANS BE RESPONSIVE TO TOGOLESE
REQUEST FOR SEMINAR UPON WHICH I PLACE HIGH PRIORITY.

9. IF YOU CONCUR, PLEASE REPEAT THIS MESSAGE AID/W AND STATE.
RAWLS UNQUOTE HECK

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